



CTG Appoints Susan Tidswell as Senior Sales Leader in Strategic Staffing Division

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Seasoned sales expert to drive sales engine to accelerate growth

BUFFALO, N.Y., Feb. 22, 2018 (GLOBE NEWSWIRE) -- [CTG](#) (NASDAQ:CTG), a leading provider of information technology (IT) solutions and services in North America and Western Europe, announced today that Susan Tidswell has joined the Company as the sales leader for its North American Strategic Staffing line of business. Ms. Tidswell, a successful staffing professional and an expert in sales leadership, brings more than 25 years of experience to her new role at CTG. She is an established leader in building and managing high-performing sales teams that generate increased revenue and profits.

"We are working to build a sales engine that drives predictable and sustained growth. To do so, we must have sales leaders who bring proven sales strategies, methods, and processes to their areas of the organization— leaders that have a strong history of success in commercializing IT, business, and staffing solutions," said Jeff Gerkin, CTG's Executive Vice President, Sales in North America.

Mr. Gerkin further commented, "I believe Susan's proven track record speaks for itself. As a seasoned sales leader with rich experience in staffing and talent management, she will play a critical role in the execution of our growth strategy and in the ongoing evolution of services and solutions that meet the rapidly changing needs of our clients."

In her role, Ms. Tidswell will have responsibility for strategic staffing sales strategy and execution in North America, and will lead the maturation of the Company's staffing sales teams. She will work closely with a nation-wide team of account executives to develop collaborative client relationships in both new and existing accounts, and is tasked with providing additional structure and support to account executives as they work to meet the growing demand for CTG's offerings.

Ms. Tidswell stated, "I am thrilled to be part of the CTG team. My entire career has been spent building and leading exceptional sales teams, and I look forward to continuing that tradition by providing a 'client first' sales focus for our current and future clients."

Prior to joining CTG, Ms. Tidswell held senior leadership roles with three global staffing companies, including Randstad, Volt, and ManpowerGroup. At ManpowerGroup, she had responsibility for the U.S. sales practice and was accountable for sales strategy and client revenue growth.

Ms. Tidswell holds a degree in Print and Business Management from the London College of Printing. She also attended Ashridge Business School in Hemel Hempstead, United Kingdom, and Columbia University in New York City.

About CTG

CTG provides industry-specific IT services and solutions that address the business needs and challenges of clients in high-growth industries in North America and Western Europe. CTG also provides strategic staffing services for major technology companies and large corporations. Backed by more than 50 years of experience and proprietary methodologies, CTG has a proven track record of reliably delivering high-value, industry-specific staffing services and solutions to its clients. CTG has operations in North America, Western Europe, and India. The Company regularly posts news and other important information online at www.ctg.com.

Safe Harbor Statement

This document contains certain forward-looking statements concerning the Company's current expectations as to future growth, financial outlook, business strategy and performance expectations for 2018 and three-year performance targets, a share repurchase program, and statements related to cost control, new business opportunities, financial performance, market demand, and other attributes of the Company. These statements are based upon the Company's expectations and assumptions, a review of industry reports, current business conditions in the areas where the Company does business, feedback from existing and potential new clients, a review of current and proposed legislation and governmental regulations that may affect the Company and/or its clients, and other future events or circumstances. Actual results could differ materially from the outlook guidance, expectations, and other forward-looking statements as a result of a number of factors, including among others, uncertainty as to the number of shares purchased in the tender offer, the availability to the Company of qualified professional staff, domestic and foreign industry competition for clients and talent, increased bargaining power of large clients, the Company's ability to protect confidential client data, the partial or complete loss of the revenue the Company generates from International Business Machines Corporation (IBM) and/or SDI International (SDI), the ability to integrate the Soft Company business and retain its clients while achieving cost reduction targets, the uncertainty of clients' implementations of cost reduction projects, the effect of healthcare reform and initiatives, the mix of work between staffing and solutions, currency exchange risks, risks associated with operating in foreign jurisdictions, renegotiations, nullification, or breaches of contracts with clients, vendors, subcontractors or other parties, the change in valuation of capitalized software balances, the impact of current and future laws and government regulation, as well as repeal or modification of such, affecting the information technology (IT) solutions and staffing industry, taxes and the Company's operations in particular, industry and economic conditions, including fluctuations in demand for IT services, consolidation among the Company's competitors or clients, the need to supplement or change our IT services in response to new offerings in the industry or changes in client requirements for IT products and solutions and other factors that involve risk and uncertainty including those listed in the Company's reports filed with the Securities and Exchange Commission as of the date of this document. Such forward-looking statements should be read in conjunction with the Company's disclosures set forth in the Company's 2016 Form 10-K, which is incorporated by reference, and other reports that may be filed from time to time with the Securities and Exchange Commission. The Company assumes no obligation to update the forward-looking information contained in this release.

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